



Laboratory Products Association

1114 Fairfax Pike, Box 12

White Post, VA 22663

Phone: (703) 836-1360 Fax: (703) 836-6644

Membership Application

New Member Information

Company Name _____

Address _____

City/State or Country/Zip Code or Postal Code _____

Telephone _____ Fax _____

Company Website and Email _____

How did you learn about the LPA?

Mailing Website/internet Trade Show _____

Other: _____

Please list the names of any LPA Members you may know:

What other organizations or associations is your company a member of?

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Other: _____

Product Information

Please check the categories of your company's products:

- | | | |
|--|--|--|
| <input type="checkbox"/> Autoclaves/Sterilizers | <input type="checkbox"/> General Laboratory Supplies | <input type="checkbox"/> Water Purification Equipment |
| <input type="checkbox"/> Balances | <input type="checkbox"/> Glassware | <input type="checkbox"/> Distributor |
| <input type="checkbox"/> Baths and Circulators | <input type="checkbox"/> Incubators | <input type="checkbox"/> Electronic Commerce Provider |
| <input type="checkbox"/> Centrifuges | <input type="checkbox"/> Ovens/Furnaces | <input type="checkbox"/> Trade Publisher |
| <input type="checkbox"/> Ceramics and Accessories | <input type="checkbox"/> Plastics | <input type="checkbox"/> Our products do not fit in the above categories and are described as: |
| <input type="checkbox"/> Chemicals/Reagents | <input type="checkbox"/> Refrigerators/Freezers | _____ |
| <input type="checkbox"/> Chromatography Supplies | <input type="checkbox"/> Safety Products | _____ |
| <input type="checkbox"/> Filtration Products | <input type="checkbox"/> Software | _____ |
| <input type="checkbox"/> Furniture, Fume Hoods, Fixtures | <input type="checkbox"/> Temperature Measurement Equipment | |
| <input type="checkbox"/> General Laboratory Instruments | <input type="checkbox"/> Tissue Culture | |

Market Information

Please check your primary markets:

- | | | |
|-------------------------------------|--|---|
| <input type="checkbox"/> Biomedical | <input type="checkbox"/> Education | <input type="checkbox"/> Life Science |
| <input type="checkbox"/> Biotech | <input type="checkbox"/> Environmental | <input type="checkbox"/> Pharmaceutical |
| <input type="checkbox"/> Clinical | <input type="checkbox"/> Government | <input type="checkbox"/> Other _____ |
| <input type="checkbox"/> Diagnostic | <input type="checkbox"/> Industrial | _____ |

Membership Agreement

We pledge our financial support to the association through payment of **annual** dues based on our company's annual sales for the previous fiscal year of all products falling within the scope of LPA. We understand that membership in the association is an **annual** obligation.

Signature/Title _____ Date of application _____

Membership Category (check one)

Regular: Manufacturer Distributor

Associate: Trade Press/Publisher Electronic Commerce

Member Contacts

Please choose two representatives:

Official Representative:

_____ Name/Title/Email

Alternate Representative:

_____ Name/Title/Email

Membership Criteria

1. **Regular** membership is open to suppliers of products or services used in research and applied science, and life science worldwide. Company must have been in business for a minimum of two years and have annual sales of over 1 million dollars (US).
2. **Associate**
 - a. **Trade Press:** membership is open to trade press and publishers with a demonstrated interest in the industry.
 - b. **Electronic Commerce Provider:** membership is open to companies that provide services and/or software used in e-commerce within the scope of the membership.
3. **Optional Supplemental Branding:** If you wish to list affiliates, sub-companies, or sub-brands of your company in our online membership & product directory, printed market materials, annual report, etc., please list those companies here and add \$995 per additional listing.

Membership Dues Schedule

Regular member association dues are calculated on **100% of sales in North America plus 65% of rest of world sales** for the most recently completed fiscal year. Calculations are to include the relevant sales volume of all products and services used primarily in research and scientific laboratories. Associate member dues are not based on sales.

Instructions: Circle the appropriate category of your sales for your most recently completed business year and remit payment in that amount to the LPA by July 1. Sales reported are **confidential** and are used only for the purpose of determining dues.

Dues for FY2021

Please note: determine dues based on sales of products used primarily in research and scientific laboratories

Annual Sales	Membership Investment In US Dollars
Regular	
Under \$5 Million	\$ 2,350
\$5 - \$15 Million	\$ 4,665
\$15 - \$30 Million	\$ 9,850
\$30 - \$75 Million	\$12,350
\$75-150 Million	\$15,700
\$150 - \$250 Million	\$18,550
Over \$250 Million	\$28,800
Associate	
Electronic Commerce Provider	\$ 6,145
International Distributor	\$ 550

Payment Information: Amex Visa MasterCard
 Check enclosed (payable to LPA)

Account # _____

Expiration Date _____ Security Code _____

Exact Name of Cardholder _____

Signature _____

Billing Address _____

Billing Zip Code _____

Dues Amount based on schedule \$ _____

Please note: Annual dues are not deductible as a charitable contribution for income tax purposes, but are deductible as an ordinary and necessary business expense.



Remit dues to:

LPA
 1114 Fairfax Pike, Box 12
 White Post, VA 22663

Email your dues/application to Angie Errera at aerrera@lpanet.org